Early Strategy and Issues Session (ESIS) Concept

(insert facilitators' names here)

This version includes teaching notes

Agenda

- Purpose
- Panel Members
- Ground Rules
- Content
- Timing and Scheduling
- Summary

ESIS Purpose

- **Provide enough background information for meaningful discussion**
- **Highlight program issues, constraints, and concerns**
- **Present (informally) alternative acquisition strategies for comment and discussion**
- **Early staff feedback on basic strategy**

Not intended to be a decision event!

ESIS Panel Members

- **Senior representatives from:**
  - **AXD**
  - **AXL**
  - **FM**
  - **PK**
  - **JA**
  - **BC**
- **SPO representatives**

Ground Rules

- **Discussion forum, two-way exchange**
- **Presented by SPO**
- **No fixed, coordinated “positions” beforehand**
- **Feedback from panel are suggestions**
- **Initial questions are meant to provide background for panel**
- **Address the questions in the order listed on the next four charts**

ESIS Content *(pg 1 of 4)*

- **Summarize your program direction (one or two paragraphs from PMD or ADM)**
- **Who is/are the primary customers/users?**
- **Is this a joint or inter-agency program? If so, who are the parties/players?**
- **Who is, or should be, the decision authority? Why?**
- **What is the status of the program requirements (MNS, ORD, TRD, Spec, ICDs)?**

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- **What are we buying in the proposed acquisition?**
  - **Is this a follow-on? If so, what was acquired in last/previous acquisition?**
- **What are the program constraints?**
  - **Budget, colors of money, schedule, etc.**
- **Is there or will there be a cost estimate done by the government?**
- **What are the technical "drivers"?**
  - **Top ten or so in descending order of "difficulty"**

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- **What market research has been completed? Summarize results.**
- **Is there a potential for commercial or NDI solutions?**
- **What is your estimate of the maturity of the technologies involved?**
- **What "basic" acquisition strategy alternatives have you analyzed?**
  - **Competitive vs sole source, down-select, decision milestones, assumptions, ground rules, small business potential, etc.**

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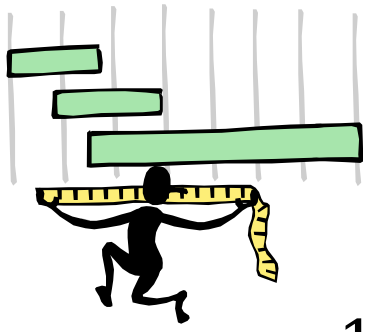
- **What contract types did you analyze?**
- **Any other issues/problems to discuss?**

Timing and Scheduling

- **At least 4-6 weeks Pre-ASP**
- **Announced 2 weeks prior event**
- **Plan for 2 to 3 hour session**



Summary

- **Discussion format**
- **Early feedback on basic strategy**
- **Minimum preparation by all involved**
- **No direction, no action items**

We will work with you to develop the charts and provide guidance on content!